

**The Company as it Stands To-Day is Well Rounded  
and Self Sufficient—History of Fertilizer  
Industry.**

and where it trans. The company's brands are the most known, and the first in all the Southern States, and its many are the first that were produced, and no expense or effort is spared to keep them always at the highest standard, they are a highly valuable asset.

The main office of the company is in its own five-story, fireproof building, south Twelfth Street, built especially to meet its requirements, and from where its vast business is directed. Here are located the offices of its executives and is of all the general departments, who are:

HAVE GREATLY DEVELOPED REACHED THE GOAL  
WITH ABLE MANAGEMENT OF GREAT SUCCESS

For full particulars apply to any agent  
of the company, or  
C. S. CAMPBELL,  
Division Passenger Agent,  
Richmond, Va.

"Charity begins at home." So, also  
should the patronage of home people be  
given home institutions. The Virginia

REACHED THE GOAL  
OF GREAT SUCCESS

Perhaps one of the most conspicuous in this line of development has been the successful career of C. F. Sauer & Company. The business of this now widely known concern was established in 1887 by C. F. Sauer, who continued to accumulate

Probably one of the most successful houses engaged in the furniture trade is that of Jones Bro. & Company, main

Bro. Company is also doing a large export trade, which they are pleased to note has come larger each year. This company has been a successful competitor in supplying the United States Government with tobacco for the navy; having some time since completed and delivered the contract awarded for 1904, amounting to \$120,000. The business during the past year has been very satisfactory, showing about

large and growing trade. This, like each of the other departments, is in charge of an expert and skilled artist, whose knowledge and experience has aided and encouraged many beginners, and also aided in achieving an otherwise doubtful success.

The officers are well known gentlemen prominent in business and social life.

Signature of *Chas. H. Fletcher*

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